**Bean’s Honda Dealership**

Congratulations! You have just been hired as the newest Bean’s Honda Sales Person. You first task is to meet with a client who would like to purchase 2017 Honda Fit – See specs attached. You have three deals that you are pre-approved to make. Any other deals must be verified and agreed to by your Sales Manager, Mr Cordick. Here are the Three pre-approved deals

|  |  |  |
| --- | --- | --- |
| **Deal #1** | **Deal #2** | **Deal #3** |
| **As-advertised**  Vehicle price: $ 18 225.95  Term: 60 months  Interest rate: 2.99% | **Lower Monthly Payment**  Vehicle price: $18 225.95  Term: 72 months  Interest Rate: 3.99% | **Lower Interest Rate**  Vehicle price: $18 225.95  Term: 48 months  Interest Rate: 0.99% |

**Your income:**  You earn 3% of the total price of the car (including interest, at the end of the term)

**Your Guidelines:**

* You may not change the principle price of the car without seeing your sales manager first.
* The interest rates go with the terms as stated above
  + 48 months, 0.99%
  + 60 months, 2.99%
  + 72 months, 3.99%
  + optional: 84 months, 4.99%
  + THE INTEREST RATES ARE NOT NEGOTIABLE
* You need to earn at least \_\_\_$500\_\_\_\_\_ on this deal to pay your own bills at home

**Get Ready:** In order to prepare for your first client, you need to you the following worksheet to:

* calculate the monthly payment, total owing, interest paid, and your income for each deal
* start developing one new deal that you think may interest your client and meet the expectations of your Sales Manager
* Read over the Specs on the car – KNOW your product

**The deal**

* Use the Deal Worksheets to offer the client the deal
* Keep all rejected Deal Worksheets and Staple to your Sales Person Worksheets at the end
* Offer the deal, then allow the client time to analyse and think it over
* While waiting, try and anticipate what the needs of the client are based on the information they gave you
* Your Sales manager **MUST** sign the final deal!

**Sales Person Worksheet**

|  |  |
| --- | --- |
| Deal: #1 **As-advertised** |  |
| N =  I =  PV =  PMT =  FV =  P/Y =  C/Y =  END BEGIN | Monthly Payment: |
| Total Paid: |
| Interest Paid: | Commission (3% on Total Paid) |

|  |  |
| --- | --- |
| Deal: #2 **Lower Monthly Payment** |  |
| N =  I =  PV =  PMT =  FV =  P/Y =  C/Y =  END BEGIN | Monthly Payment: |
| Total Paid: |
| Interest Paid: | Commission (3% on Total Paid) |

|  |  |
| --- | --- |
| Deal: #3 **Lower Interest Rate** |  |
| N =  I =  PV =  PMT =  FV =  P/Y =  C/Y =  END BEGIN | Monthly Payment: |
| Total Paid: |
| Interest Paid: | Commission (3% on Total Paid) |
| Deal: #4 **Your Deal** |  |
| N =  I =  PV =  PMT =  FV =  P/Y =  C/Y =  END BEGIN | Monthly Payment: |
| Total Paid: |
| Interest Paid: | Commission (3% on Total Paid) |

|  |  |
| --- | --- |
| Deal: #4 |  |
| N =  I =  PV =  PMT =  FV =  P/Y =  C/Y =  END BEGIN | Monthly Payment: |
| Total Paid: |
| Interest Paid: | Commission (3% on Total Paid) |

|  |  |
| --- | --- |
| Deal: #5 |  |
| N =  I =  PV =  PMT =  FV =  P/Y =  C/Y =  END BEGIN | Monthly Payment: |
| Total Paid: |
| Interest Paid: | Commission (3% on Total Paid) |

**Buyer**

Congratulations! You are about to purchase your first new car! See the information sheets attached for your new 2017 Honda Fit. The advertised deal is:

|  |
| --- |
| Vehicle price: $ 18 225.95  Term: 60 months  Interest rate: 2.99%  Monthly Payment |

**Your Guidelines:**

* You may not spend more than \_\_\_$270.00\_\_\_\_\_ per month (this information you may share with your sales person)
* You may not spend more than \_\_\_\_\_$2000.00\_\_\_\_\_\_ in interest (this information you may not share with your sales person)

**Your Job:** Use the attached worksheet to prepare and complete your deal

* Know the specs on the car and have some idea what you want to negotiate
* You can try to negotiate the term, the principle, the payment, the interest rate
* develop a story – who are you and why are you buying the car

**Buyer**

Congratulations! You are about to purchase your first new car! See the information sheets attached for your new 2017 Honda Fit. The advertised deal is:

|  |
| --- |
| Vehicle price: $ 18 225.95  Term: 60 months  Interest rate: 2.99%  Monthly Payment |

**Your Guidelines:**

* You may not spend more than \_\_\_$310.00\_\_\_\_\_ per month (this information you may share with your sales person)
* You may not spend more than \_\_\_\_\_$1800.00\_\_\_\_\_\_ in interest (this information you may not share with your sales person)

**Your Job:** Use the attached worksheet to prepare and complete your deal

* Know the specs on the car and have some idea what you want to negotiate
* You can try to negotiate the term, the principle, the payment, the interest rate
* develop a story – who are you and why are you buying the car

**Buyer**

Congratulations! You are about to purchase your first new car! See the information sheets attached for your new 2017 Honda Fit. The advertised deal is:

|  |
| --- |
| Vehicle price: $ 18 225.95  Term: 60 months  Interest rate: 2.99%  Monthly Payment |

**Your Guidelines:**

* You may not spend more than \_\_\_$300.00\_\_\_\_\_ per month (this information you may share with your sales person)
* You may not spend more than \_\_\_\_\_$2000.00\_\_\_\_\_\_ in interest (this information you may not share with your sales person)

**Your Job:** Use the attached worksheet to prepare and complete your deal

* Know the specs on the car and have some idea what you want to negotiate
* You can try to negotiate the term, the principle, the payment, the interest rate
* develop a story – who are you and why are you buying the car

**Buyer Worksheet**

|  |
| --- |
| Your story – who are you and why are you buying the car? |

Prep the deal – based on the details you were given, calculate the monthly payment, total paid, interest paid for the Advertised deal and a new deal that you are willing to make with the sales person.

|  |  |
| --- | --- |
| Deal: #1 As advertised |  |
| N =  I =  PV =  PMT =  FV =  P/Y =  C/Y =  END BEGIN | Monthly Payment: |
| Total Paid: |
| Interest Paid: | Does this meet your guidelines? |

|  |  |
| --- | --- |
| Deal: #2 Your Plan |  |
| N =  I =  PV =  PMT =  FV =  P/Y =  C/Y =  END BEGIN | Monthly Payment: |
| Total Paid: |
| Interest Paid: | Does this meet your guidelines? |

Track the deals that you are offered here:

|  |  |
| --- | --- |
| Deal: #3 |  |
| N =  I =  PV =  PMT =  FV =  P/Y =  C/Y =  END BEGIN | Monthly Payment: |
| Total Paid: |
| Interest Paid: | Does this meet your guidelines? |

|  |  |
| --- | --- |
| Deal: #4 |  |
| N =  I =  PV =  PMT =  FV =  P/Y =  C/Y =  END BEGIN | Monthly Payment: |
| Total Paid: |
| Interest Paid: | Does this meet your guidelines? |

|  |  |
| --- | --- |
| Deal: #5 |  |
| N =  I =  PV =  PMT =  FV =  P/Y =  C/Y =  END BEGIN | Monthly Payment: |
| Total Paid: |
| Interest Paid: | Does this meet your guidelines? |

**Deal Worksheets**

To be filled out by the Sales Person and Accepted or Rejected by the client. Keep each sheet for records of discussed deals.

|  |
| --- |
| The deal: **#1 As advertised** |
| The Car: **2017 Honda Fit** |
| The Conditions:   * Price of car $\_\_\_\_\_\_18 225.95\_\_\_ * Amount to Finance $\_\_\_\_\_\_18 225.95\_\_\_\_\_\_\_\_\_\_ * Term \_\_\_\_\_60 months \_\_\_ * Interest Rate\_\_\_\_\_\_2.99%\_\_\_\_\_\_ * Payment Type \_\_\_\_\_Monthly\_\_\_\_\_\_\_\_\_ |
| The Deal was:  Accepted  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Sales Person Signature Buyer Signature(s) Date  Rejected (Please indicate why the deal was rejected, below) |
| Comments: |

If Deal is accepted, this sheet must be signed by your Sales Manager to make the deal final.

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Sales Manager

**Deal Worksheets**

To be filled out by the Sales Person and Accepted or Rejected by the client. Keep each sheet for records of discussed deals.

|  |
| --- |
| The deal: |
| The Car: |
| The Conditions:   * Price of car $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ * Amount to Finance $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ * Term \_\_\_\_\_\_\_\_\_\_\_\_ * Interest Rate\_\_\_\_\_\_\_\_\_\_\_\_ * Payment Type \_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| The Deal was:  Accepted  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Sales Person Signature Buyer Signature(s) Date  Rejected (Please indicate why the deal was rejected, below) |
| Comments: |

If Deal is accepted, this sheet must be signed by your Sales Manager to make the deal final.

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Sales Manager

**Name\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Bean’s Honda Summary**

1. What was the deal you came to?

|  |
| --- |
|  |

1. Did it meet your guidelines?

|  |
| --- |
|  |

1. What was difficulty about this task?

|  |
| --- |
|  |

1. Complete the following rubric as a self-evaluation.

|  |  |  |  |
| --- | --- | --- | --- |
| Level 1 | Level 2 | Level 3 | Level 4 |
| - I had a limited understanding of how to change the conditions of the deal to meet my needs  - I participated very little in the deal making | - I had a good understanding of how to change the conditions of the deal to meet my needs  - I was a passive participant in the deal making | - I had a very good understanding of how to change the conditions of the deal to meet my needs  - I was an active participant in the deal making | - I had an excellent understanding of how to change the conditions of the deal to meet my needs  - I was an active and equal participant in the deal making |

1. Complete the following rubric as a group evaluation.

|  |  |  |  |
| --- | --- | --- | --- |
| Level 1 | Level 2 | Level 3 | Level 4 |
| - My group communication was poor, the deal making was difficult  -Only some members were active participants  -Requirements for both sides were not met | - My group communication was satisfactory, the deal was made  -Most members were active participants  -Most requirements for both sides were met | - My group communication was good, the deal making was fairly smooth  -All members were active participants  -Requirements for both sides were met eventually | - My group communication was excellent, the deal making was very smooth  -All members participated equally  -Requirements for both sides were met |